

# Product Training

## Contact Information

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Leads Program	877-922-5432	

### Mortgage Insurance Services

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### Homeownership

Toll Free Number	877-922-5432
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California Housing Finance Agency  
1121 L Street 7th Floor, Sacramento, CA 95814  
Phone: 916-324-8088 | Fax: 916-324-6589  
[www.calhfa.ca.gov](http://www.calhfa.ca.gov)

IF YOU HAVE NOT ALREADY DONE SO PLEASE SIGN IN

# Product Training

## **About CalHFA**

The California Housing Finance Agency was created by the State Legislature in 1975 to provide affordable financing to first-time homebuyers with low or moderate incomes. Capital is raised through the sale of tax exempt mortgage revenue bonds. All loans must comply with established Federal and state laws, as well as CalHFA guidelines.

Special partnership with Fannie Mae

## Cal30<sup>SM</sup> Conventional Loan Program

- 30 year fixed rate first loan
- Up to 95% financing
- 102% max CLTV
- Fannie Mae MCM guidelines
- Competitive rate with lower LLPA

Please refer to Program Description

### Underwriting Cal30 Conventional

- DU MCM Approved/Eligible
- Mortgage Insurance Cert to 95% LTV
  - Using highest qualifying interest rate
- FICO and debt ratio same as MCM Approved/Eligible
- Manual underwriting: 640 FICO and 45% debt ratio
- Single Family one-unit residential
  - No manufactured homes

### New Reservation/Lock Process

- Reserve the loan using LAS
  - 90 days
  - From 6:00am to 11:59pm seven days a week
  - Rate will be floating
- Lock the loan using Rate Lock Request
  - After CalHFA issues approval
  - 60 days or remainder of reservation whichever is less
  - Must be purchased by Bank of America N.A. with in lock period
  - From 8:00am to 4:00pm, Monday through Friday except State holidays
  - No extensions

### NOTES

# Product Training

## Community Stabilization Home Loan Program (CSHLP)

### NOTES

- Specific REO properties from list
- Participating Servicers
  - Wells Fargo Premiere
  - Citibank and its affiliates
  - HomEq Servicing
  - Fannie Mae
- 100% financing, no minimum borrower contribution
- 5.5%, 30-year fixed rate conventional loan
- Lower mortgage insurance premiums
- CHDAP eligible to be used with this program

Please refer to Program Description

## Underwriting CSHLP

- FICO Scores: <95% LTV = 660 >95% LTV = 680
- With DU Approval debt ratio to 55%
- With Manual Underwriting debt ratio to 45%
- CSHLP Certification

## SMART Loan Program

- CalHFA REO properties from list
- FHA, VA or Conventional (must meet CalHFA Conventional guidelines)
- 30-year fixed rate
- Up to 100% financing, no minimum borrower contribution
- 102% max CLTV
- Must meet repair guidelines per Program Bulletin 2007-44

## Underwriting SMART

- DU Approval
- FICO Scores:
  - <95% LTV = 680 to 50% debt ratio  
= 700 to 55% debt ratio
  - >95% LTV = 680 to 45% debt ratio  
= 700 to 50% debt ratio  
= 720 to 55% debt ratio
- With Manual Underwriting debt ratio to 45%

## Increase Protection Through Homeopeners®, a Mortgage Protection Program

- Must be CalHFA mortgage insured loans
  - If borrower becomes involuntarily unemployed
    - Must qualify for unemployment insurance
    - Pays up to \$2,500 of monthly mortgage payment
    - Up to six months of benefit
    - Covers first three years of the loan
- Helps overcome concerns about impact of job loss
- No additional cost to the borrower
- Refer to Program Bulletin #2009-01

## California Homebuyer's Downpayment Assistance Program (CHDAP)

- 3% subordinate loan
- 3.25% simple interest
- Any CalHFA or non-CalHFA first mortgage
- First Mortgage must meet CalHFA Conventional Guidelines (see matrix)

## NOTES

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## Underwriting CHDAP

### NOTES

- CalHFA Conventional Underwriting Guidelines

LTV	Minimum Credit Score	DU Underwriting Maximum Total DTI Ratio	Manual Underwriting Maximum Total DTI Ratio
95.01 - 100%	720	51 - 55%	45%
95.01 - 100%	700	46 - 50%	45%
95.01 - 100%	680	<= 45%	45%
90.01 - 95%	700	51 - 55%	45%
90.01 - 95%	680	50%	45%
<=90%	640	55%	45%

## Underwriting CHDAP

- 3% minimum cash down payment
- No co-signers
- Calculate payment for student loans
- 3% max seller contribution
- Single Family one-unit residential
  - No manufactured homes
- Condo requirements (Program Bulletin 2009-13)

## School Facility Fee Downpayment Assistance Program

- Available for Single Family New Construction homes
  - Grant forgivable after five (5) years [not subject to Recapture]
  - Borrowers must occupy the property
  - Can be used for either down payment or closing costs
  - Any lender, any type of first mortgage loan
  - Maximum grant based on school fees paid by the builder/developer

## Program #1 Economically Distressed Areas

- Ten eligible counties
- CalHFA or non-CalHFA first mortgage
  - Need not be a first-time homebuyer
  - Higher sales price limits; NO INCOME LIMITS
  - Assistance based on portion of the eligible school facility fees paid by builder
  - Can be junior to all liens, will subordinate with refinance

## NOTES

## SFF Program #1 Eligible Counties

- Fresno – \$530,950
- Imperial – \$449,400
- Kern – \$496,475
- Kings – \$446,355
- Madera – \$474,075
- Merced – \$571,288
- San Joaquin – \$444,650
- Shasta – \$566,213
- Stanislaus – \$687,050
- Tulare - \$460,250

## Program #2 Moderate Income Program

- AVAILABLE ANYWHERE CALIFORNIA
  - Must be a first-time homebuyer
  - NO SALES PRICE LIMITATIONS (unless used with CalHFA First)
  - Established income limits
  - Assistance is based on total eligible school facility fees paid by builder
  - Can be junior to all liens

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## Additional Requirements

- CalHFA Eligibility Requirements
  - First time Homebuyer
  - Income and Sales Price Limits
  - Citizenship Requirement
  - Homebuyer Counseling
  - Owner Occupied
- Cal30
  - Bank of America, N.A. purchase requirements  
Kristi Descher (800) 669-6065 x8160

## NOTES

## Property Requirements

- One Unit
- Five acres maximum
- Be Vacant
- Meet repair guidelines per Program Bulletin 2007-44
- Meet FHA and Fannie Property requirements

## Lender Fees

- CalHFA Establishes Fee Maximum
  - \$350 processing fee
  - \$200 document prep fee
  - 1.5% Origination
  - Actual amount of third party costs
- CalHFA Reimbursed Fees (CSHLP Only)
  - .25% of Fannie's Adverse Market Delivery Charge and .15% of the Loan Level Price Adjustment
- Bank of America N.A. (Cal30 only)
  - Charges \$150 Funding Fee.



## Forms

- Borrowers Affidavit
- Sellers Affidavit
- CalHFA Notice and Borrowers Representations Affidavit
- Borrowers Statement of Citizenship
- Lender Verification of Citizenship
- Military Service Questionnaire
- CSHLP Certification (CSHLP only)

## Process

- Copy package to CalHFA after Lender has issued full approval
- CalHFA reviews for Underwriting and Program Eligibility
- Upon approval draw docs
- Lender funds and closes loan

## NOTES

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## **Thank You**

Thank you for your time and participation.  
Please take a minute to complete our Evaluation.

## **Contact Information**

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